

Message Text

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ACTION AID-20

INFO OCT-01 NEA-10 ISO-00 FEA-02 EB-11 COME-00 AGR-20

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FM AMEMBASSY TEHRAN

TO AMEMBASSY NEW DELHI PRIORITY

INFO SECSTATE WASHDC 5085

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E.O. 11652: N/A

TAGS: ENRG, IR

SUBJ: PHOSPHORIC ACID

REF: A) NEW DELHI 14283 B) NEW DELHI 0610

1. SHAHPOUR CHEMICAL HEAD OF INTERNATIONAL MARKETING, MAHMOUD AGAH VISITED INDIA IN DECEMBER. AT THAT TIME AND AGAIN DURING REVENT VISIT OF INDIAN PETROLEUM DELEGATION TO TEHRAN, AGAH EXPLAINED SITUATION TO INDIAN OFFICIALS AS FOLLOWS:

A) SHAHPOUR HAD CONTRACT WITH OCCIDENTAL PETROLEUM FOR DELIVERY OF PHOSPHATE ROCK (SHAHPOUR USES 600-700,000 MTA) AT PRICE (LANDED IN IRAN) OF DOLS13/MT. OCCIDENTAL INVOKED FORCE MAJEURE, SUSPENDED SHIPMENTS AND ASKED FOR DOLS47/TON. CASE NOW BEING PURSUED IN COURT.

B) INDIA NOT REGULAR CUSTOMER OF SHAHPOUR, WHICH USED TO SELL TO FFM OF MEXICO, WHO IN TURN SUPPLIED INDIANS. HOWEVER, SHAHPOUR SIGNED CONTRACT WITH INDIAN FARMERS FERTILIZER COOPERATIVE LAST YEAR, CONDITIONAL ON AVAILABILITY OF PHOSPHATE ROCK, TO SUPPLY 24,000 MT PHOSACID IN 1974, ZERO IN 1975, AND 20,000 MT IN 1976.

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C) SHAHPOUR SUPPLIED ABOUT 25,000 MT PHOSACID TO INDIA IN 1973,

BUT HAD TO CANCEL SHIPMENT OF ANOTHER 8,000 TONS DUE PROBLEM
WITH OCCIDENTAL.

2. ABILITY TO FULFILL CONTRACT WITH IFFCO HINGES ON ACCESS TO
PHOSPHATE ROCK. UNKNOWN AT PRESENT WHEN OR WHETHER (A) PROBLEM
WITH OCCIDENTAL MAY BE RESOLVED, OR (B) OTHER SOURCE OF RACK
MAY BE FOUND. MEANWHILE, ALL PHOSACID AND DAP SHAHPOUR CAN
PRODUCE IS NEEDED IN DOMESTIC MARKET.
HELMS

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Message Attributes

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